

Sales Order

Station: WIBC-FM Contract#: 0 Agency: HULSEN MEDIA SERVICES LLC
 Contract Name: R4E / CAND / 1140 WIBC Address: 2400 Laramie Trail
 Proposal#: 00EE785A-3545-4DE5-B659-7DDFC6E1E7B City: Austin State: TX Zip: 78745
7 Buyer: _____
 Start Date: 11/02/16 End Date: 11/07/16 Tax Schedule: (None)
 Revenue Type: NATIONAL POLITICAL Type: Cash Agency Commission %: 15
 Advertiser: GLEND RITZ(D)/SUPERINTENDENT Billing Cycle: Standard
 Address: _____ Salesperson: EASTMANDALLAS Comm %: 8.50
 City: _____ State: _____ Zip: _____ Makegood Policy: WITHIN CONTRACT DATES
 Product Name: Candidate/Superintendent/1140
 Estimate #: 1140
 Competitive Code: PO-POLITICAL CANDIDATES

| No | DATES | | Alt wks | TIMES | | LEN | DISTRIBUTION | | | | | | | | | | RATE | TOTALS | | PTY |
|----|----------|----------|------------|---------|----------|-----|--------------|---|---|---|---|----|----|--------|-----|--------|------|--------|--|-----|
| | START | END | | START | END | | M | T | W | T | F | SA | SU | Per Wk | D/W | SPOTS | | \$\$ | | |
| 1 | 11/02/16 | 11/04/16 | | 6:00 AM | 10:00 AM | 60 | | | 1 | 1 | 1 | | | 3 | D | 300.00 | 3 | 900.00 | | |
| 2 | 11/02/16 | 11/04/16 | | 4:00 PM | 6:00 PM | 60 | | | 1 | 1 | 1 | | | 3 | D | 250.00 | 3 | 750.00 | | |
| 3 | 11/07/16 | 11/07/16 | | 6:00 AM | 10:00 AM | 60 | 1 | | | | | | | 1 | D | 300.00 | 1 | 300.00 | | |
| 4 | 11/07/16 | 11/07/16 | | 4:00 PM | 6:00 PM | 60 | 1 | | | | | | | 1 | D | 250.00 | 1 | 250.00 | | |

Billing Projections: By Month

Nov 16
 CA 2,200.00
 ST 2,200.00

☒ Print Spot Prices

TOTAL SPOTS 8
 GROSS TOTAL \$ 2,200.00
 ADJUSTED SPOTS 8
 ADJUSTED TOTAL \$ 2,200.00

APPROVE DECLINE

☐ ☐ General Manager
☐ ☐ Sales Manager
☐ ☐ National Sales Manager
☐ ☐ Local Sales Manager

| | |
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Nov 01, 16
 CONT# 30218607 Mod# Ver# 1 (Last =)
 REP EASTMAN
 TO WIBC-FM (Indianapolis IN)
 FM BRENDA DEATON
 OFF DALLAS
 AGY HULSEN MEDIA SERVICES LLC - HULS
 ADDR 2400 LARAMIE TRAIL
 AUSTIN, TX 78749

DDS CONT# 0
 C/P/E: R4E / CAND / 1140

SALESPERSON FAX#

PH #

BYR KRISTIN BLACK
 ADV RITZ4EDUCATION
 PDT Candidate
 FLT Oct 31, 16 - Nov 13, 16

* REP ORDER COMMENT *

** 11/1/2016 11:07:00 AM: NEW ORDER - PLEASE CONFIRM ONLINE OR BY EMAIL AT:
 TYLER.LARRABEE@KATZRADIOGROUP.COM WITHIN 24 HOURS. THANKS!

| MC | LN | DAYS | TIME | LEN | EFFECTIVE DATES | # OF Day | NPD | RATE | TOT SPTS |
|----|-----|------------------------|----------|-----|-------------------------|----------|-----|----------|----------|
| | | <u>FLIGHT 1</u> | | | | | | | |
| | 1.1 | ..W.... | 6A - 10A | 60 | 11/02/2016 - 11/02/2016 | 1D | 1 | \$300.00 | 1 |
| | 1.2 | ..W.... | 4P - 6P | 60 | 11/02/2016 - 11/02/2016 | 1D | 1 | \$250.00 | 1 |
| | | | | | ** FLIGHT TOTALS ** | | 2 | \$550.00 | |
| | | <u>FLIGHT 2</u> | | | | | | | |
| | 2.1 | ...T... | 6A - 10A | 60 | 11/03/2016 - 11/03/2016 | 1D | 1 | \$300.00 | 1 |
| | 2.2 | ...T... | 4P - 6P | 60 | 11/03/2016 - 11/03/2016 | 1D | 1 | \$250.00 | 1 |
| | | | | | ** FLIGHT TOTALS ** | | 2 | \$550.00 | |
| | | <u>FLIGHT 3</u> | | | | | | | |
| | 3.1 |F.. | 6A - 10A | 60 | 11/04/2016 - 11/04/2016 | 1D | 1 | \$300.00 | 1 |
| | 3.2 |F.. | 4P - 6P | 60 | 11/04/2016 - 11/04/2016 | 1D | 1 | \$250.00 | 1 |
| | | | | | ** FLIGHT TOTALS ** | | 2 | \$550.00 | |
| | | <u>FLIGHT 4</u> | | | | | | | |
| | 4.1 | M..... | 6A - 10A | 60 | 11/07/2016 - 11/07/2016 | 1D | 1 | \$300.00 | 1 |
| | 4.2 | M..... | 4P - 6P | 60 | 11/07/2016 - 11/07/2016 | 1D | 1 | \$250.00 | 1 |
| | | | | | ** FLIGHT TOTALS ** | | 2 | \$550.00 | |

CONT# **Nov 01, 16**
REP **30218607** Mod# Ver# 1 (Last =)
 EASTMAN

DDS CONT# 0
C/P/E: **R4E / CAND / 1140**

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| | Nov 16 | | | | | | |
| SPOTS | 8 | | | | | | |
| CASH | 2200.00 | | | | | | |
| TRADE | 0.00 | | | | | | |
| NSL | 0.00 | | | | | | |
| TOTAL | 2200.00 | | | | | | |

| | | | | | | |
|-------|--|--|--|--|--|--------------|
| | | | | | | TOTAL |
| SPOTS | | | | | | 8 |
| CASH | | | | | | 2,200.00 |
| TRADE | | | | | | 0.00 |
| NSL | | | | | | 0.00 |
| TOTAL | | | | | | 2,200.00 |

**** Competitive Comments ****

SVC:

Demo Adults 35+

Nondiscrimination -Paragraphs 49 and 50 of the United States Federal Communications Commission's Report and Order No. 07-217 provides that broadcast stations' advertising contracts will not discriminate on the basis of race or ethnicity, and must contain nondiscrimination clauses. Consistent with this order, Katz Communications, Inc. (including any subsidiary or division of Katz) does not discriminate in any broadcast advertising contract on the basis of race or ethnicity and evaluates, negotiates and completes its broadcast advertising contracts without regard to race or ethnicity.

AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

☐ **FEDERAL CANDIDATE**

☒ **STATE/LOCAL CANDIDATE**

To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3

| | |
|------------------------------|--------------|
| Station and Location: | Date: |
|------------------------------|--------------|

I, HMS

being/on behalf of: Glenda Ritz

a legally qualified candidate of the Democratic

political party for the office of: Indiana State Superintendent

in the General

election to be held on: 11/8/16

do hereby request station time as follows:

| Broadcast Length | Time of Day, Rotation or Package | Days | Class | Times per Week | Number of Weeks |
|------------------|----------------------------------|------|-------|----------------|-----------------|
| | | | | | |

Attach proposed schedule with charges (if available):

I represent that the payment for the above described broadcast time has been furnished by:

Ritz4Education | 115 W. Washington St. Suite 1165 Indianapolis, IN, 46204

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

Cheryl Lynn Olson | (317) 703-4404

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

To Be Signed By Candidate or Authorized Committee

10/17/16

Date _____

K-BL

Signature

To Be Signed By Station Representative

Accepted

☐ Accepted in Part

☐ Rejected

Signature

Printed Name _____

Title